

## TARIFF DEFENDED BY SERENO E. PAYNE

Declares That Law Bearing His  
Name Has Been Mis-  
represented.

REVISION DOWNWARD

Republican Leaders Believe Re-  
sults of Act Have Been  
Satisfactory.

LYONS, New York, September 24.—Representative Sereno E. Payne, chairman of the Ways and Means Committee of the House of Representatives and author of the tariff law bearing his name, made a warm defense of that measure before the congressional convention which renominated him here yesterday. He said in part:

"I have always been ready to give an account of my stewardship to my constituents. There has been so much of unjust criticism, so many mistaken statements made during the past year and a half, that it seems more fitting than ever to speak somewhat in detail of what has been accomplished.

**Platform Promises Cited.**

"The platform promised a revision of the tariff that should provide a duty equal to the difference in cost of labor here and abroad with a reasonable profit to the manufacturer. It promised this as to each article, whether it resulted in raising or lowering the tariff on that article. Of course, intelligent men generally familiar with the tariff believed that such a revision would be downward on most articles.

"The matter of preparation of a

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**Gordon Motor Co., Inc.,**  
Richmond, Virginia.

tariff bill is a most perplexing one. Under the definition of what the bill should contain in a platform as plain as that adopted at Chicago in 1908 the task is not easy.

"With a different wage scale in every country, and with differences in wages in every part of each country, honest men, seeking the difference in labor cost here and abroad, will not agree in all their conclusions. To reconcile these differences, among twelve men selected for the task, was a part of the labor we had before us, and in the last analysis these differences had to be settled by a majority vote.

**General Results Satisfactory.**  
"The result of our deliberation was most satisfactory to me in general results, although there were other items,

like those of the woolen schedule, which I was anxious to revise. It was a source of great disappointment to me, after two exhaustive and extended hearings, that I was not able to present any program that a majority of the committee would adopt for a revision of this schedule.

"The reason was not that the committee was unduly influenced by those interested, but that they could not agree upon the labor cost of producing wool and woolen goods in this country and abroad with a reasonable profit to the producer. Of course, this left the woolen schedule where it was in the Dingley act, with one or two small reductions in duties.

"Some of the amendments proposed by the Senate were good amendments and improved the bill, and when it got

into conference, so far as I was able, I endeavored to have such amendments agreed to, and nearly all of them were.

**Revision Is Downward.**  
"The law as it was signed by the President has resulted in a general revision downward, and no amount of special pleading, no misstatement of facts and no suppression of material facts, will ever make it appear otherwise.

"The law has turned a deficit of \$55,000,000 into a surplus of more than \$22,000,000 in its first year's operation. It is a revenue producer. We put increased duties on wines, liquors and like luxuries. We have no apologies to make for it. Those are the articles on which the revenues of the government should be raised as far as possible.

**Prices Remain the Same.**  
"We reduced the tariff on lumber from 32 to 12 1/2, and lumber brings the same price as before. We increased the duty on shingles from 20 to 50 cents, and the price of shingles has been lower ever since the law became a law. I could enumerate these items by the hour, showing that the price has no relation whatever to the changes in the tariff act.

"The increase in price of articles is world-wide. No other country during the past three or four years has gone through a general tariff revision, and yet every country shows the same increase on the necessities of life."

### Ashland News Notes

[Special to The Times-Dispatch.]

Ashland, Va., September 24.—The Ashland Water, Sewerage and Gas Company held its annual meeting last night, and elected F. H. Howard, president; Isaac Diggs, vice-president; W. L. Foy, secretary, and John D. Harris, general manager. These, with J. E. Gordon, treasurer, the directors, who were elected by the stockholders. The report for the year showed what had been done in extending the water and sewerage plants, and the plans for the year were talked over and arrangements made to continue the work.

Hanover court closed its September term to-day. Judge E. B. Taylor, of Norfolk, presided for Judge Mason, who is in Richmond, under medical treatment. Politics is getting warm in Beaver Dam.

The F. Taylor, commissioner of the revenue for many years, has declined to run again, and so far there are six candidates for this position. No doubt the field will be full of Richmonds for all the county offices which are to be filled next year.

Hon. Samuel C. Reid, county judge under the old Constitution, who has been ill for some months, is reported to be growing much stronger and better, which leads to the hope of seeing him about again.

Hanover County School Board has made its annual statement of receipts and disbursements for the year ending June 30, 1910. It shows by articles as follows:

Ashland District—Receipts, \$10,107.52; disbursements, \$9,794.15; balance on hand, \$313.37.  
Town of Ashland—Receipts, \$4,744.88; disbursements, \$3,729.88; balance on hand, \$1,015.  
Beaver Dam District—Receipts, \$15,480.74; disbursements, \$14,635.21; balance on hand, \$845.53.  
Henry District—Receipts, \$12,559.93; disbursements, \$12,352.31; balance on hand, \$207.62.

Of these amounts, \$22,452.18 was paid to teachers; \$12,919.10 to school houses and furniture; \$807.25 to treasurer for receiving and disbursing the school funds; \$107 to the school trustees; \$1,400 to the State for contributions; \$171; tuition, \$812. These are some of the most important items showing where the funds came from and how they were expended.

The total receipts for the year, including the balances carried over from year ending June 30, 1909, were \$44,284.07. The disbursements were \$41,589.20, leaving a balance in hand of treasurer, subject to order of board, \$2,724.51.

Besides the above the town of Ashland appropriates about \$1,100 for additional support of its high school.

Town of Ashland and Ashland District reassessment books have been filed with the clerk of the county by C. C. Blunt, assessor. They show:

White—Town lots, valued at \$111,820; buildings, \$252,150.  
Colored—Town lots, valued at \$2,900; buildings, 7,150.

White—Acres, 76,198; valued at \$534,230; buildings, \$255,770.  
Colored—Acres, 6,068; valued at \$42,460; buildings, \$50,030.

Making a total of \$1,240,140, as against \$1,112,192 for year 1909, an increase of \$127,948, about 9 per cent, or about an increase of 26 per cent. in the county.

Miss Ingegnia Riddick leaves next week to visit friends in Norfolk.

Mrs. S. C. Weisiger and Mrs. W. C. Cottrell spent Wednesday here.

Seth Miller, of Matthews, was the guest of E. L. C. Scott on Wednesday.

Miss Elizabeth Crown is visiting friends in New York.

Mrs. B. Morgan Shepherd has returned from a visit to Petersburg.

Mr. and Mrs. Conway Gordon, of Richmond, were recent guests of friends here.

Miss Susie Bradley will be the house guest of Miss Nina Wylie next week.

Miss Mary Ann Perkins is visiting the Misses Cardwell.

Paul Blincoe leaves next week for a business trip through Kentucky.

Mrs. George H. Lipe was the guest of her mother, Mrs. Wm. Jones, on Thursday.

Miss Grace Vest is visiting friends in Fredericksburg.

Mrs. Marsh and Miss Katherine Marsh have returned from a visit to Washington.

Mrs. Frederick McLaughlin leaves Monday for a short visit to friends in the Green Spring Valley, near Baltimore.

Mrs. Luther Vaughan is the guest of Mrs. W. S. Foy.

Mrs. Hugh Denoon and Mrs. William Wright were recent guests of their sister, Mrs. Morgan Shepherd.

**MANY CHANGES IN FACULTY.**  
Several New Professors and Instructors at University of Virginia.  
[Special to The Times-Dispatch.]  
Charlottesville, Va., September 24.—There have been many changes among the members of the faculty of the University of Virginia, caused by resignation. Dr. Edwin P. Dargan resigned the assistant professorship of Romance languages to fill a similar chair in the University of California, and his place will be filled by Dr. James C. Bardin and Stanley M. Cleveland as instructors. Professor Lewis L. Holladay resigned from the engineering department, and his place as adjunct professor of electrical engineering will be filled by Professor W. S. Rodman. On account of Dr. C. Alphonso Smith's going abroad to fill the Roosevelt professorship of English literature at the University of Berlin, James C. Routh has been appointed adjunct professor of the Poe School of English. Dr. William Harrison Faulkner, associate professor of Germanic languages, has been appointed professor of Germanic languages.

In the medical department Dr. John A. E. Eyster, professor of pharmacology, materia medica and toxicology, and Dr. Harvey Brinton Stone, adjunct professor of surgery and gynecology, have resigned, and Dr. Goodwin, of Baltimore, has been appointed adjunct professor of surgery.

## The Inside Facts of a Shoemaker's Fight with the Leather Trust

Facts We Want Every Reader  
of This Paper to Know

A shoemaker up in New York State by the name of George F. Johnson learned his trade at the bench.

Over in Massachusetts a young man, H. B. Endicott, who had won his way by hard knocks, became a leather expert, and later a leather merchant at Boston.

In 1891 these two men got together. One was an expert in shoes; the other an expert in leather. No two men ever knew their subjects better.

They formed a partnership. They built a shoe factory in Broome county, New York State.

They made good shoes, and they did well. They were up in the country with no big city rents or high operating expenses. They were plain people themselves, and the money saved in expenses was put into the quality of their shoes.

Everything went well until along in 1893, when certain interests began quietly to buy up tanneries in all parts of the country.

One tannery after another was either closed or taken over and operated by the combination, until, like every other shoe concern in the United States, Endicott, Johnson & Co. awoke one day to find themselves in the grip of the Leather Trust.

The price of leather went up. Endicott, Johnson & Co. were no worse off than all other shoe manufacturers, and they paid the advance.

Then they noticed that the leather was not as good as they would like to see it. That touched them on a sensitive spot.

They had stood for the high price. When it came to starving the quality of the leather they rebelled.

Sole leather is sold by weight, and it began to look like somebody was loading the leather with chemicals instead of feeding it in the tanning and finishing process.

Inside of thirty days Endicott, Johnson & Co. decided to build their own tanneries.

The Trade said they were crazy. It was an unheard-of thing—a shoe concern tanning its own leather—a stupendous undertaking; it meant hundreds of thousands of dollars and almost insurmountable difficulties.

It's a long story—the story of those tanneries with literally miles of machinery and acres of tan-vats. But they were built and successfully operated.

To-day Endicott, Johnson & Co. are independent of all Trusts. They are the only shoe people in the United States that do not pay tribute to the leather combination.

They buy the raw hides in the open markets of the world and tan every foot and pound of leather they use. This not only means a big saving in cost and better tanning, but it means tanning every lot of leather with an eye to the particular shoe that is to be made from it—a great advantage in the working quality of the stock and the wear of the shoes.

Endicott-Johnson Co. have developed processes that double the life of some leathers.

They tan 1,000 skins of calf leather every day.

They tan nearly 2,000 sides of the finest upper leather and 1,200 sides of sole leather every day.

Last year nearly 30,000 shoe stores sold the product of the Endicott-Johnson Co. factories, which is the largest output of any individual concern.

A beautiful town has grown up around this enterprise—the town of Endicott, New York—where five thousand people depend for their livelihood upon the Endicott-Johnson factories and tanneries.

Established in their tanneries, Endicott, Johnson & Co. save the wearer three profits on the leather in his shoes—the Hide dealer's profit, the Tanner's profit and the Leather-jobber's profit.

Their last saving to the wearer was to cut out the profit of the wholesale shoe house and sell their shoes direct to the retail store in every town.

The leather in Endicott-Johnson shoes will wear as leather used to wear twenty years ago in the days of honest tanning.

Endicott-Johnson make shoes for the workingman and dress shoes as fine as any man wants to wear. They sell school shoes and shoes for women. And because they have cut out four profits between the Tanner and the shoe store they can save the wearer from 50c to \$1.00 on every pair and give him a leather that simply cannot be had in any other shoe.

Now the reader will naturally say, "Why doesn't everybody wear Endicott-Johnson shoes, and why doesn't every shoe store sell them?"

Everybody does want to wear Endicott-Johnson shoes as soon as they know about them, and nearly 30,000 stores are selling the goods.

Endicott, Johnson & Co.,  
Endicott, N. Y.

Dear Sirs:  
I would like to have Endicott-Johnson shoes sold in this town. My choice of a dealer would be

Name.....  
Address.....

## DELEGATES TO CHARLOTTE-WILMINGTON HIGHWAY CONVENTION AT LAURINBURG

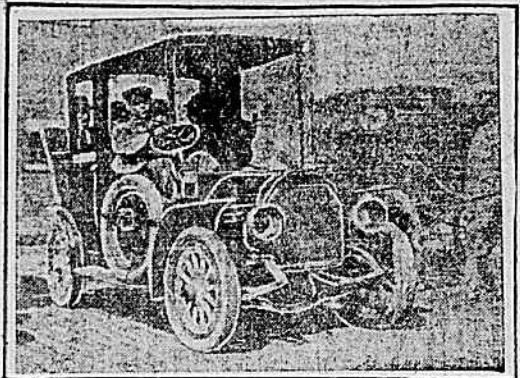


[Special to The Times-Dispatch.]

Wadesboro, N. C., September 24.—Several weeks ago a very enthusiastic convention of delegates representing ten counties was held to perfect the organization of the Charlotte-Wilmington Highway Association. The meeting was attended very largely, and an address was delivered by Dr. Joseph Hyde Pratt, State geologist. At this meeting the organization was perfected, and steps taken looking to-

ward the building of a highway running from Charlotte to Wilmington. This highway will when completed be a part of the highway from the mountains of Western North Carolina to the sea coast. H. C. Dockery, a prominent citizen of Richmond county, and editor of the Rockingham Post, was elected president of the association, and R. F. Beasley, of Monroe, and J. G. Boylin, of Wadesboro, were elected secretaries. An executive committee was chosen, which consisted of

one member from each county, and this committee is now at work on plans for the perfection of the highway. A pathfinder car will be sent over the route during the coming week, and with this car will go civil engineers, who will make suggestions as to the proper building of the road. The picture which accompanies this was taken of the delegates as they were grouped about the front of the Richmond county Courthouse, at Laurinburg.



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